

RICHMOND, VA E-NEWSLETTER

4th Quarter FY 2011

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You have subscribed to the Newsletter List of the Richmond, Virginia District Office of the U.S. Small Business Administration. Information provided to you via this newsletter may include general information regarding our Agency and its programs. It will focus primarily on events in the Richmond District Office territory, consisting of all of Virginia, except the counties of Arlington, Fairfax and Loudoun, and cities of Alexandria, Fairfax and Falls Church. If you would like specific information related to the SBA office in your area, please visit our [Local Offices page](#) and click on the office closest to where your business resides or will reside.

Helping small businesses
start, grow and succeed.



Your Small Business Resource

Small Businesses Have New Non-Profit Source for SBA-financed Loans

Startups, newly established and growing small businesses now have a new source of financing backed by the U.S. Small Business Administration as 20 community organizations have been funded by SBA to start making loans up to \$200,000 to qualifying small businesses.

Authorized under the Small Business Jobs Act of 2010, the new Intermediary Lending Pilot Program (ILP) will provide direct loans up to \$1 million to 20 community organizations or intermediaries in fiscal year 2011, which in turn will use those funds to help finance small businesses, mostly in underserved markets.

Designed to expand access to capital to small businesses and drive economic growth and job creation, the program will fund 20 additional community lenders in FY 2012. The program has an additional year of authority in FY 2013 subject to appropriation by Congress.

"The Intermediary Lending Program is an important new tool to support businesses in underserved markets," said SBA Deputy Administrator Marie Johns.

"Partnering with community lenders will increase points of access to capital for startups and businesses that have been disproportionately affected by the recession."

One goal of the pilot program over the next two-to-three years is to assess the intermediary model as an effective tool for increasing lower-dollar lending to small businesses and startups, particularly those in traditionally underserved communities.

One of the first 20 community lending organizations funded by SBA to participate in ILP is located in Virginia: Business Finance Group, Inc., headquartered in Fairfax. You may contact them at (703) 352-0504 or info@businessfinancegroup.org. [Complete list of ILP lending organizations.](#)

For more information about the ILP program, visit the program website at <http://www.sba.gov/content/intermediary-lending-pilot>.

Export Video Contest— Share Your Exporting Success Story!



SBA and Visa are sponsoring a contest:

Create a video telling the story of your small business's success in exporting. The videos will inform small businesses about the advantages of exporting and increase awareness of government assistance available to support small business exporters through the first-person stories of successful entrepreneurs.

Winning videos in each of five categories (manufacturing, consumer products, professional services, technology and agribusiness) will receive a prize. Prizes include cash, airfare and hotel to participate in an awards ceremony at the national District Export Council conference to be held from November 2-5, 2011 in Las Vegas, Nevada, and [Gold Key matching service](#) and/or various other trade-related events funds.

The contest is open to U.S. small businesses that have successfully completed at least one export transaction. The business owner(s) must be a U.S. citizen or legal resident and at least 18 years old to enter and win.

Please visit <http://www.sba.gov/exportvideocontest> for complete Contest Rules, Eligibility, How to Enter, Judging Criteria, Winners/Prizes, Awards Ceremony, Privacy Policy, and Frequently Asked Questions (FAQ).

VIRGINIA'S FIRST COMMUNITY ADVANTAGE LENDER ANNOUNCED



In our [2nd Quarter newsletter](#) we told you about a new pilot loan program called **Community Advantage** which is designed to meet the small business financing needs of traditionally underserved communities. These loans of up to \$250,000 will be made by SBA-approved "mission-focused" financial institutions.

We are pleased to announce that **REDC Community Capital Group located in Richmond, Virginia**, has been approved as a Community Advantage lender, and may now accept loan applications from small businesses. If you would like to contact REDC Community Capital Group, their phone number is (804) 780-3012. For more information on the Community Advantage Loan Program, please visit <http://www.sba.gov/advantage>.

2012 Virginia Small Business Award Nominations now being accepted

The Guidelines for the 2012 Small Business Awards have been [published](#) and we are looking for your nominations for outstanding **Virginia** small businesses that deserve to be recognized for their accomplishments.

"Every year since 1963, the President of the United States has issued a proclamation announcing National Small Business Week, which recognizes the critical contributions of America's entrepreneurs and small business owners. As you might know, more than half of Americans either own or work for a small business, and they create about two out of every three new jobs in the U.S. each year.

As part of National Small Business Week, the U.S. Small Business Administration takes the opportunity to highlight the impact of outstanding entrepreneurs, small business owners, and others from all 50 states and U.S. territories. Every day, they're working to grow small businesses, create 21st century jobs, drive innovation, and increase America's global competitiveness.

Thank you for helping find and nominate candidates for the most prestigious annual small business awards in America." — Karen G. Mills, SBA Administrator

Nomination guidelines are available at <http://www.nationalsmallbusinessweek.com/uploads/nomination-guidelines-2012.zip>. We welcome your nominations of **Virginia** small businesses and small business champions. The **deadline** for receipt of nomination packages is **November 10, 2011**. If you have any questions about the nomination process, please contact Todd Wynaard at (804) 771-2400, ext. 145, or todd.wynaard@sba.gov.

SBACommunity

Do you have questions? Our [Community](#) has answers. Discuss, share and get insight from your fellow business owners as well as industry and government experts. Find the information you need to start, grow and run your business.

The [SBA Community](#) includes:

- Question Board where you can post a business question;
- Discussion area where community members can discuss various topics;
- Blogs on general small business matters, legal terms, financing tips, and business financing tutorials;
- Small Business Events calendar; and
- An Idea Exchange area where you can submit ideas for improving SBA.gov.

*Join the
Community!*

What can SBA do for
your small business?

Meet the
SBA
100

Learn More ▶

1 2 3 4



SBA 100 features one hundred businesses that have created at least 100 jobs since receiving SBA assistance. The 100 companies are from across America and do business in a variety of in-

dustries, from manufacturing, to food and beverage, to shipping. Each business received SBA support in the form of capital, contracting, counseling or investment before going on to create at least 100 jobs.

Two of the 100 companies featured are located in Virginia:

- [The Boathouse at Rockett's Landing, LLC](#), an open-air restaurant in Richmond, and
- [Eris Security, Inc.](#), a professional security services company located in Dumfries.

To read more about Virginia's SBA 100 companies, and the other 98 companies across the nation, please visit <http://www.sba.gov/sba-100>.

HAVE A QUESTION?

EMAIL YOUR QUESTIONS:

Our local email address is richmond.va@sba.gov. If you are a small business owner or prospective owner located in our territory of Virginia (see page 1), please contact us if you have questions about starting a business, obtaining business financing, or any of our services.



UPCOMING EVENTS

CALENDAR OF EVENTS:

Be sure to visit our [Calendar of Events](#) for workshops of interest to small business owners in Virginia. To get to the Calendar, go to our [website](#) and click on the "View Full Calendar" under the Events Calendar image.

SHARE THIS NEWSLETTER WITH A FRIEND – Do you know a fellow small business owner who would benefit from the **Richmond, VA SBA Newsletter**? If so, forward it to them or direct them to the registration page at <http://web.sba.gov/list/> (scroll down and click on the box next to Richmond, VA Newsletter).

NEW SUBSCRIBERS – For those who have just joined the Newsletter list, be sure to read earlier newsletters in our [Archives](#).